

Market Guide for Oracle Cloud Infrastructure Professional and Managed Services

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Initiatives: [IT Sourcing Strategy Development and Execution](#)

Moving enterprise workloads to Oracle Cloud Infrastructure requires specific expertise, strategy and management. Sourcing, procurement and vendor management leaders can use this research to evaluate the OCI market and create a shortlist that best matches the needs of the organization.

Overview

Key Findings

- Oracle Cloud Infrastructure's (OCI's) professional and managed services ecosystem is growing, but is unable to keep up with the overall demand for OCI implementations and support services.
- OCI continues to make very strong progress as a multicloud strategy participant. This growth continues to outpace available skilled resources for strategic consulting, professional and managed OCI services.
- Clients with customized and complex Oracle on-premises solutions will favor using service providers that fully understand OCI's platform, services and features for economic and technical reasons.

Key verticals include the federal government, telecommunications and healthcare. Notable customers include Vodafone Group and Deutsche Bank.

SpearMC

Corporate Information:

- Headquarters: Pleasanton, California
- Founded: 2004
- Platforms: On-/off-premises, OCI, Azure, AWS
- Number of dedicated employees in OCI services: 70
- Geographies: Global
- Services: PeopleSoft

Overview: One hundred percent of SpearMC's business focuses on Oracle Cloud ERP, BI and EPM. The company specializes in PeopleSoft workloads, cloud migration and managed services. SpearMC offers customers guided learning services, encompassing the deepest library of PeopleSoft training on the market. SpearMC also provides its clients with integrated technical and functional roadmaps, PeopleSoft Update Manager (PUM) services and a business process pain point evaluation. SpearMC reports that it fully leverages Oracle Cloud platform tools to early-detect performance degradation and to save costs through downtime scheduling and autoprovisioning.

Its CloudShift program offers cloud migration sizing and assessments, lift-and-shift services, and full management of PeopleSoft systems, as well as the option to move to a PaaS solution if it's more favorable to the client.